



## **Partner n° 5: BURAPHA UNIVERSITY**

### Sustainability and Exploitation Strategy

The STEPup sustainability and exploitation plan is an official document intended to provide an effective strategy and framework for the adoption and exploitation of the STEPup project results ensuring their sustainability beyond the end of the project. It presents the consortium's strategy and activities towards exploiting the project's results, setting the targets, indicators and milestones for ensuring the project results' life after the completion of the project. Furthermore, the STEPup sustainability plan specifies the relevant activities for exploitation and transfer of project results outside the original project network and duration, providing the relevant exploitation/sustainability activities of the partners' involvement in future exploitation activities, plans for promotion and valorisation. The present document has been drafted having in mind the following EU's definition of a project sustainability plan: "a project is sustainable when it continues to deliver benefits to the project beneficiaries and/or other constituencies for an extended period after the Commission's financial assistance has been terminated". Exploitation is an ongoing process and the present document will be updated by the STEPup consortium every 6 months.

#### *I.* Motivation and Commitment

According to Burapha University Social Enterprise Innovation Lab (BUU SE Centre) mission statement to serve STEPup Project objectives and expecting outcomes. We, BUU SE Centre desire to:

- (1) Educate learning and practicing solutions for pre/existing social entrepreneurship, including to non-partner stakeholders. (Educate)
- (2) Cooperative the partnerships by strategic alliance with PPP in terms of good governance and sustainability. (Operate)
- (3) Integrating an innovation of implementation for pre/existing social entrepreneurship on their advancement either innovation and technology or skillful workforce. (Innovate)

## //. Exploitation and sustainability activities

STEPup Project at a glance, Burapha University (BUU) has been taking part by followings:

**WP1 Status-quo and Gap Analysis:** BUU proceeded the producing the situational gap analysis on the regional level in the East of Thailand by integration focus group from Public Private Partnerships (PPP), in order to support Work Package Leader 1 – Payap University for the country report.

**WP2 Social Entrepreneurship Knowledge Transfer / Capacity Building of trainers and students:** BUU supported the trainees for the internal-trainings and workshop by the EU partners – FH Joanneum, Cracow University of Economics, and Breda University of Applied Sciences, which the trainees has been selected for SE Centre staffs shall be assigned to educate, participate, and exploit to students, staffs, and further stakeholders in the project work packages and activities. Moreover, the Regional Multiplier Events supposed to organize at least two-times among students, and social entrepreneurship in the East region of Thailand by BUU staffs and students in the SE Centre. From this matter, Open Educational Resources of the project implemented is available on faculty/university website, and social media, including the STEPup official webpage and channels by online.

**WP3 Technical Instalment:** In terms of this WP, the Roll-out Test is set to establish of the SE Centre at university by inviting stakeholders via either onsite or online due to the Pandemic of COVID-19 disease.

**WP4 Operational Integration:** BUU, the project member is accomplished for approval of allocated co-working space for established as BUU SE Center, called Social Enterprise Innovation Lab. Notwithstanding, the Prolongation & Integration Letters had agreed upon and signed by the authorized person of the university to extend the implementation of the center for two-years, in accordance with this sustainability and exploitation, so, the counselling sessions, training and coaching, further to student-business and business-university contexts of joint activities shall be provided by the BUU SE Centre in such way of STEPup Project aims for outputs. (See more: <https://stepup.fh-joanneum.at/index.html>). Additionally, BUU SE Center also designed the business and marketing plan in a scheme of our core values (Benevolence, Unity, Responsibility, Active, Participation, Happiness, Agility: BURAPHA), and foresight vision for the next 5-years by EU liaison supported from Breda University of Applied Sciences (BUAs) and Office of the Innovation Square.

**WP5 Innovative SE Case Challenge:** *In process in September 2021 (M21)*

**WP6 Quality & Ethics Control:** Support the WP Leader – Prince of Songkla University, for the feedback and survey for the WP deliverables and related activities for quality assurance of the holistic implementation, in addition to the contingency of the project.

**WP7 Dissemination & Sustainability:** As WP Leader, BUU is progressing on project identity e.g. logo, designation of the folder, poster, x-stand, particularly official webpage and other online propagandas such as Facebook, YouTube channel to disseminate all overwhelm activities. By the others OER also provided through the regional social entrepreneurs database via cloud platform, as well as webpage for regarding materials produced by STEPup project partners. Furthermore, the STEPup official webpage has been superimposing the analytics tools for monitoring and evaluation of usage.

**WP8 Project Management:** Supporting the Project Management for project-meeting, interim reporting supportive information and hand-on requirement, further to upcoming task deliverable concerning the completion of the project.

<b>Activities/results of the project</b>	<b>Exploitation and sustainability activities</b>																								
<p>WP1.1 Status Quo and GAP-Analysis on the national and regional efforts on social entrepreneurship (Thailand)</p>	<p>Exploitation and sustainability activities which will be undertaken by my organisation:</p> <p>Activity 1: the methodology will be used internally in order to use it in similar studies.</p> <p>Activity 2: the production of the first draft report regarding the focus group summary.</p> <p>Activity 3: the peer review and criticism on regional gap analysis report to be final revision.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="523 712 1369 1845"> <thead> <tr> <th data-bbox="523 712 794 891">External stakeholder/national authority</th> <th data-bbox="794 712 986 891">Activity 1</th> <th data-bbox="986 712 1177 891">Activity 2</th> <th data-bbox="1177 712 1369 891">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="523 891 794 1093">External stakeholder/national authority 1</td> <td data-bbox="794 891 986 1093">Focus group</td> <td data-bbox="986 891 1177 1093">Conduct 1<sup>st</sup> report</td> <td data-bbox="1177 891 1369 1093">Peer review by the stakeholders</td> </tr> <tr> <td data-bbox="523 1093 794 1317">External stakeholder/national authority 2</td> <td data-bbox="794 1093 986 1317">Department of Industrial Promotion Region 9: (DIP, Ministry of Industry)</td> <td data-bbox="986 1093 1177 1317">BUU team, STEPup project researchers</td> <td data-bbox="1177 1093 1369 1317">Department of Industrial Promotion Region 9: (DIP, Ministry of Industry)</td> </tr> <tr> <td data-bbox="523 1317 794 1518">External stakeholder/national authority 3</td> <td data-bbox="794 1317 986 1518">Social Enterprise Group from Eastern part of Thailand e.g. Rayong, Chantaburi</td> <td data-bbox="986 1317 1177 1518"></td> <td data-bbox="1177 1317 1369 1518">Representative of SE group and BUU subcontractor</td> </tr> <tr> <td data-bbox="523 1518 794 1720">External stakeholder/national authority 4</td> <td data-bbox="794 1518 986 1720">Community Enterprise, Agarwood Farmer Group, BUU Subconotractor</td> <td data-bbox="986 1518 1177 1720"></td> <td data-bbox="1177 1518 1369 1720">Scholars and academic team</td> </tr> <tr> <td data-bbox="523 1720 794 1845">External stakeholder/national authority 5</td> <td data-bbox="794 1720 986 1845">Scholars, researcher from HEIs in the Eastern part of Thailand</td> <td data-bbox="986 1720 1177 1845"></td> <td data-bbox="1177 1720 1369 1845"></td> </tr> </tbody> </table>	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	External stakeholder/national authority 1	Focus group	Conduct 1 <sup>st</sup> report	Peer review by the stakeholders	External stakeholder/national authority 2	Department of Industrial Promotion Region 9: (DIP, Ministry of Industry)	BUU team, STEPup project researchers	Department of Industrial Promotion Region 9: (DIP, Ministry of Industry)	External stakeholder/national authority 3	Social Enterprise Group from Eastern part of Thailand e.g. Rayong, Chantaburi		Representative of SE group and BUU subcontractor	External stakeholder/national authority 4	Community Enterprise, Agarwood Farmer Group, BUU Subconotractor		Scholars and academic team	External stakeholder/national authority 5	Scholars, researcher from HEIs in the Eastern part of Thailand		
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<p>WP2.3 Creation of open educational resources; Train-the-Trainer Sessions (deliv. WP2.2) &amp;</p>	<p>Exploitation and sustainability activities which will be undertaken by my organisation:</p> <p>Activity 1: internal dissemination and use of the sources/document in order to implement the outcomes in the teaching/training programme of BUU.</p>																								

<p>2.4 Study Visit for Regional Multiplier Events</p>	<p>Activity 2: use of the results in order to produce academic papers, studies, based on the train-the-trainer sessions further workshops for trainees, BUU researchers adopted and adjusted to the Thai and local context for regional multiplier events.</p> <p>Activity 3: use of the results in order to produce academic papers, studies, and the regional multiplier events.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="523 517 1318 1272"> <thead> <tr> <th data-bbox="523 517 794 689">External stakeholder/national authority</th> <th data-bbox="794 517 976 689">Activity 1</th> <th data-bbox="976 517 1139 689">Activity 2</th> <th data-bbox="1139 517 1318 689">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="523 689 794 922">External stakeholder/national authority 1</td> <td data-bbox="794 689 976 922">Designing pedagogy</td> <td data-bbox="976 689 1139 922">Material production</td> <td data-bbox="1139 689 1318 922">Regional Multiplier Events</td> </tr> <tr> <td data-bbox="523 922 794 1155">External stakeholder/national authority 2</td> <td data-bbox="794 922 976 1155">Social entrepreneurs and/or community enterprises in East region of Thailand</td> <td data-bbox="976 922 1139 1155">BUU researchers</td> <td data-bbox="1139 922 1318 1155">BUU students</td> </tr> <tr> <td data-bbox="523 1155 794 1388">External stakeholder/national authority 3</td> <td data-bbox="794 1155 976 1388">Government agencies, and NGOs</td> <td data-bbox="976 1155 1139 1388"></td> <td data-bbox="1139 1155 1318 1388">Social entrepreneurs and/or community enterprises in East region of Thailand</td> </tr> <tr> <td data-bbox="523 1388 794 1272">External stakeholder/national authority 3</td> <td data-bbox="794 1388 976 1272">BUU researchers</td> <td data-bbox="976 1388 1139 1272"></td> <td data-bbox="1139 1388 1318 1272">BUU researchers</td> </tr> </tbody> </table>	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	External stakeholder/national authority 1	Designing pedagogy	Material production	Regional Multiplier Events	External stakeholder/national authority 2	Social entrepreneurs and/or community enterprises in East region of Thailand	BUU researchers	BUU students	External stakeholder/national authority 3	Government agencies, and NGOs		Social entrepreneurs and/or community enterprises in East region of Thailand	External stakeholder/national authority 3	BUU researchers		BUU researchers
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<p>WP3.1 Technical needs identification &amp; Roll-out Test (deliv. 3.3)</p>	<p>Exploitation and sustainability activities which will be undertaken by my organisation:</p> <p>Activity 1: the identification of the technical needs for SE Centre at Burapha University, compelling in demand-driven for social entrepreneurship and students context in the East of Thailand.</p> <p>Activity 2: the Roll-out Test, grand opening of the BUU SE Centre. It is also the stage for dissemination on how BUU provide our mission statement on STEPup Project prospect outputs.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="523 1693 1378 2074"> <thead> <tr> <th data-bbox="523 1693 794 1836">External stakeholder/national authority</th> <th data-bbox="794 1693 989 1836">Activity 1</th> <th data-bbox="989 1693 1184 1836">Activity 2</th> <th data-bbox="1184 1693 1378 1836">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="523 1836 794 1957">External stakeholder/national authority 1</td> <td data-bbox="794 1836 989 1957">BUU &amp; Subcontractor</td> <td data-bbox="989 1836 1184 1957">All stakeholders</td> <td data-bbox="1184 1836 1378 1957"></td> </tr> <tr> <td data-bbox="523 1957 794 2074">External stakeholder/national authority 2</td> <td data-bbox="794 1957 989 2074">Academics</td> <td data-bbox="989 1957 1184 2074">Researchers, scholars</td> <td data-bbox="1184 1957 1378 2074"></td> </tr> </tbody> </table>	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	External stakeholder/national authority 1	BUU & Subcontractor	All stakeholders		External stakeholder/national authority 2	Academics	Researchers, scholars									
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WP4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	<p>Exploitation and sustainability activities which will be undertaken by my organisation:</p> <p>Activity 1: the idea of business plan on social entrepreneurship centres at each of institution will be developed and promoted internally and externally, just in case.</p> <p>Activity 2: the idea of business plan presentation and criticizing by the liaison.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1"> <thead> <tr> <th>External stakeholder/national authority</th> <th>Activity 1</th> <th>Activity 2</th> <th>Activity 3</th> </tr> </thead> <tbody> <tr> <td></td> <td>Business plan</td> <td>Business plan monitoring and continuous improvement</td> <td></td> </tr> <tr> <td>External stakeholder/national authority 1</td> <td>Project managers</td> <td>Project managers</td> <td></td> </tr> <tr> <td>External stakeholder/national authority 2</td> <td>Researchers</td> <td>Researchers</td> <td></td> </tr> <tr> <td>External stakeholder/national authority 3</td> <td>Mentors</td> <td>Liasion/Stakeholders</td> <td></td> </tr> </tbody> </table>				External stakeholder/national authority	Activity 1	Activity 2	Activity 3		Business plan	Business plan monitoring and continuous improvement		External stakeholder/national authority 1	Project managers	Project managers		External stakeholder/national authority 2	Researchers	Researchers		External stakeholder/national authority 3	Mentors	Liasion/Stakeholders	
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WP5.1 - Case Challenge	Exploitation and sustainability activities which will be undertaken by my organisation:																							

<p>Guidelines for case challenge (deliv.5.1),</p> <p>Case development including social media presence and company mentoring (deliv. 5.2)</p> <p>Innovative Social Enterprise Case Challenge (deliv. 5.3)</p> <p>Final international conference chonburi (deliv 5.5)</p>	<p>Activity 1: the process of social entrepreneurs selection and criteria at BUU.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="523 360 1394 981"> <tr> <td data-bbox="523 360 794 539">External stakeholder/national authority</td> <td data-bbox="794 360 995 539">Activity 1 Social entrepreneurs' selection</td> <td data-bbox="995 360 1193 539">Activity 2-3 Case development and events</td> <td data-bbox="1193 360 1394 539">Activity 4 Case Challenge events</td> </tr> <tr> <td data-bbox="523 539 794 658">External stakeholder/national authority 1</td> <td data-bbox="794 539 995 658">Social entrepreneurs</td> <td data-bbox="995 539 1193 658">Social entrepreneurs</td> <td data-bbox="1193 539 1394 658">Social entrepreneurs</td> </tr> <tr> <td data-bbox="523 658 794 777">External stakeholder/national authority 2</td> <td data-bbox="794 658 995 777">-</td> <td data-bbox="995 658 1193 777">BUU staffs and students</td> <td data-bbox="1193 658 1394 777">BUU staffs and students</td> </tr> <tr> <td data-bbox="523 777 794 981">External stakeholder/national authority 2</td> <td data-bbox="794 777 995 981">-</td> <td data-bbox="995 777 1193 981">-</td> <td data-bbox="1193 777 1394 981">Public and Private Partnership in Thailand, Myanmar and EU</td> </tr> </table>	External stakeholder/national authority	Activity 1 Social entrepreneurs' selection	Activity 2-3 Case development and events	Activity 4 Case Challenge events	External stakeholder/national authority 1	Social entrepreneurs	Social entrepreneurs	Social entrepreneurs	External stakeholder/national authority 2	-	BUU staffs and students	BUU staffs and students	External stakeholder/national authority 2	-	-	Public and Private Partnership in Thailand, Myanmar and EU
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<p>WP7 - Dissemination &amp; Sustainability; Dissemination strategy (deliv.7.1), Project identity kits (deliv. 7.2)</p>	<p>Exploitation and sustainability activities which will be undertaken by my organisation:</p> <p>Activity 1: the idea of creating project disseminating sustainably.</p> <p>Activity 2: the project identity development and creating for implementation of task deliverables with visibility.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="523 1301 1394 1921"> <tr> <td data-bbox="523 1301 794 1480">External stakeholder/national authority</td> <td data-bbox="794 1301 995 1480">Activity 1 Dissemination strategy</td> <td data-bbox="995 1301 1193 1480">Activity 2 Project identity kits</td> <td data-bbox="1193 1301 1394 1480">Activity 3 Webpage continuity development</td> </tr> <tr> <td data-bbox="523 1480 794 1599">External stakeholder/national authority 1</td> <td data-bbox="794 1480 995 1599">Project Management</td> <td data-bbox="995 1480 1193 1599">Project Management</td> <td data-bbox="1193 1480 1394 1599">Project Management</td> </tr> <tr> <td data-bbox="523 1599 794 1718">External stakeholder/national authority 2</td> <td data-bbox="794 1599 995 1718">Researcher</td> <td data-bbox="995 1599 1193 1718">Researchers</td> <td data-bbox="1193 1599 1394 1718">All stakeholders</td> </tr> <tr> <td data-bbox="523 1718 794 1921">External stakeholder/national authority 3</td> <td data-bbox="794 1718 995 1921">-</td> <td data-bbox="995 1718 1193 1921">All stakeholders</td> <td data-bbox="1193 1718 1394 1921">Public and Private Partnership in Thailand, Myanmar and EU</td> </tr> </table>	External stakeholder/national authority	Activity 1 Dissemination strategy	Activity 2 Project identity kits	Activity 3 Webpage continuity development	External stakeholder/national authority 1	Project Management	Project Management	Project Management	External stakeholder/national authority 2	Researcher	Researchers	All stakeholders	External stakeholder/national authority 3	-	All stakeholders	Public and Private Partnership in Thailand, Myanmar and EU
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<p>WP7 - Dissemination &amp; Sustainability; Sustainable and exploitation plan</p>	<p>Exploitation and sustainability activities which will be undertaken by my organisation:</p>																

(deliv.7.3),  
International conference  
participating guideline  
(deliv. 7.4)

Activity 1: the idea of mentoring and how BUU support the partners for reporting their activities and tracking of project sustainability.

Activity 2: the guideline for all partners into participating of international conference organized in EU. To explore and make visualization of the STEPup Project.

How will the national authorities and external stakeholders be involved in the respective activity:

External stakeholder/national authority	Activity 1 Sustainable and exploitation template	Activity 2 Guideline for international conference in EU	Activity 3 Case development for EU conference with FHJ, and BUAs
External stakeholder/national authority 1	Project Management	Project Management	STEPup project partners
External stakeholder/national authority 2	Researcher	STEPup project partners	Stakeholders, EU conference participants
External stakeholder/national authority 3	STEPup project partners	External stakeholders; HEIs, Conference hosts	

### ///. Impact of the project and results

Which activities and results will be maintained after the end of the EU funding? How will these activities be implemented and supported?

Activities/results	Implementation after the end of the project
WP1.1 Status Quo and GAP-Analysis on the national and regional efforts on social entrepreneurship (Thailand)	The outcomes of the Status-quo and GAP analysis will be incorporated and implemented in the technical identification needs for MIS system development to be used for pedagogy tools in terms of social entrepreneurship at faculties, and further to such applied cases training and developments, and other international projects, respectively.
WP2.3 Creation of open educational resources; Train-the-Trainer Sessions (deliv. WP2.2) & 2.4 Study Visit for Regional Multiplier Events	Following this OER, it is vital factors on social entrepreneurship promotion focusing in the region, in addition to nationally by internal resources and internationally by the project inputs e.g. webpage, facebook, and others.
WP3.1 Technical needs identification & Roll-out Test (deliv. 3.3)	In terms of these, it is very usefulness on project prolongation and integration towards targeted beneficiaries and stakeholders by equipment supplies.
WP4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	The effective business and marketing plan of the hub, it impacted to adopted as a guideline for the SE centre operation and to make this organ sustain. As this consequent, liaison is relevant for standard operation procedure designation support and external assessor in order to take corrective action on the plan.
WP4.3 Operation of the social entrepreneurship knowledge hubs	The idea of knowledge hubs will be implemented in other international projects and in other training and development program such as workshops, seminars, other academic services of BUU SE centres.
WP5 - Case Challenge; Guidelines for case challenge (deliv.5.1), Case development including social media presence and company mentoring (deliv. 5.2)	The main purposes of the following work deliverables are to define, analyse, and find out the solutions for the targeted social entrepreneurs.
WP5 - Case Challenge; Innovative Social Enterprise Case Challenge (deliv. 5.3)	All selected social entrepreneurs and communities shall be developed by each of the



<p>Final international conference chonburi (deliv. 5.5)</p>	<p>ones' solutions for their business settings and impacted upon students' progresses.</p> <p>Case challenge winners and other cases' result shall be implemented and further the conference trainings will be evidently and useful for Thai and Myanmar partners to be adopted into the education and training at the institutions by staffs of the SEKH.</p>
<p>WP7 - Dissemination &amp; Sustainability; Dissemination strategy (deliv.7.1), Project identity kits (deliv. 7.2)</p>	<p>The main aims of these materials are to promote the projects and contributions among stakeholders in a long run, and to be a good/bad practice for further implications such other international projects.</p>
<p>WP7 - Dissemination &amp; Sustainability; Sustainable and exploitation plan (deliv.7.3), International conference participating guideline (deliv. 7.4)</p>	<p>A big contribution of these activities is not only for the project dissemination and promotion, but also to be a good practice and the guideline for further implication of the university, moreover, the other international conferences and/or projects.</p>

How have you ensured that the project's results will remain available and/or will be used by others? Please note that the duration of availability may be different for each result. The short term period is defined as the period during the implementation of the project and long term is defined as the period beyond the end of the project.

<b>Activities/results</b>	<b>Availability of the activity/result - short term</b>	<b>Availability of the activity/result - long term</b>
WP1.1 Status Quo and GAP-Analysis on the national and regional efforts on social entrepreneurship (Thailand)	<p>The Status Quo and GAP-Analysis are used:</p> <ul style="list-style-type: none"> <li>• to support analyzing of the project good practice catalogue.</li> <li>• to adopt some issues of the analysis into the SE ideas improvements.</li> </ul>	<p>The outcomes of the Status-quo and GAP analysis will be incorporated and implemented in the technical identification needs for MIS system development to be used for pedagogy tools in terms of social entrepreneurship at faculties, and further to such applied cases training and developments, and other international projects, respectively.</p>
WP2.3 Creation of open educational resources; Train-the-Trainer Sessions (deliv. WP2.2) & 2.4 Study Visit for Regional Multiplier Events	<p>Beneficiaries, BUU team and stakeholders are able to aware and recapitulate on social entrepreneurship through proven and successful didactic methods.</p>	<p>In terms of the OER, it's a virtual factors on promoting and focusing on the SE in the region, in addition to nationally by internal resources and internationally by the project inputs e.g. webpage, facebook, and others.</p>
WP3.1 Technical needs identification & Roll-out Test (deliv. 3.3)	<p>Beneficiaries, BUU staffs and students in the SE centre gained a efficient supporting materials for SE principles and practices.</p>	<p>In terms of these, it is very usefulness on project prolongation and integration towards targeted beneficiaries and stakeholders by equipment supplies.</p>
WP4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	<p>BUU can provide an effective business and marketing plan for a guideline, in addition to promote among project partners and stakeholders.</p>	<p>Sustainability, result in standard operation procedure (SOP) of the BUU SE Centre.</p>
WP4.3 Operation of the social entrepreneurship knowledge hubs	<p>Operation is planned to conduct after the 1st interim report.</p>	<p>The idea of knowledge hubs will be implemented in other projects contribution.</p>

<p>WP5 - Case Challenge; Guidelines for case challenge (deliv.5.1), Case development including social media presence and company mentoring (deliv. 5.2)</p>	<p>To find out the solutions for the social entrepreneurs' business model and competitiveness as a results.</p>	<p>An outcome are contribution at a specific social entrepreneurs, whereas, an impact can be addressed in terms of social return on investment (SROI) and the business benefits/KPIs.</p>
<p>WP5 - Case Challenge; Innovative Social Enterprise Case Challenge (deliv. 5.3)</p>	<p>All selected social entrepreneurs and communities options for local business development.</p>	<p>Human resources development in terms of knowledge, and approaching to the supporting organisations for long-term development.</p>
<p>WP5 - Case Challenge; Final international conference chonburi (deliv. 5.5)</p>	<p>Bi-lateral activity for the regional social entrepreneurship development with the Office of the Social Enterprise Promotion (OSEP)</p>	<p>Government agency partnership under the provision of the Office of the Social Enterprise Promotion (OSEP) as prolongation of the SEKH.</p>
<p>WP7 - Dissemination &amp; Sustainability; Dissemination strategy (deliv.7.1), Project identity kits (deliv. 7.2)</p>	<p>To promote and creation of project awareness and our main aims towards partners' stakeholders and international point of view.</p>	<p>The main aims of these materials are to promote the projects and contributions among stakeholders in a long run, and to be a good/bad practice for further implications such other international projects.</p>
<p>WP7 - Dissemination &amp; Sustainability; Sustainable and exploitation plan (deliv.7.3), International conference participating guideline (deliv. 7.4)</p>	<p>To what extent, the project could be implement in a broaden contrinution by international conference participation, and to be a good practice for our internal international conference to be organise at the end of the project.</p>	<p>A big contribution of these activities is not only for the project dissemination and promotion, but also to be a good practice and the guideline for further implication of the university, moreover, the other international conferences and/or projects.</p>

What was the project's impact on the participants and participating organisations involved in the project? The short term period is defined as the period during the implementation of the project and long term is defined as the period beyond the end of the project.

<b>Activities/results</b>	<b>Impact of the activity/result - short term</b>	<b>Impact of the activity/result - long term</b>
WP1.1 Status Quo and GAP-Analysis on the national and regional efforts on social entrepreneurship (Thailand)	Very High – BUU is partially conducted the status-quo and Gap analysis in a specific region on the East of Thailand.	High – This research both fundamentals on further research and coordinate with stakeholder and further collaboration.
WP2.3 Creation of open educational resources; Train-the-Trainer Sessions (deliv. WP2.2) & 2.4 Study Visit for Regional Multiplier Events	Very High – The OER have an high impact on the the train-the-trainer sessions.	High – it influenced to promote the regional SE. Additionally, the nationwide and international foresight promotion.
WP3.1 Technical needs identification & Roll-out Test (deliv. 3.3)	Very High - BUU staffs and students.	Very High – BUU stakeholders in the future activities.
WP4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	Very High - BUU SE Centre guideline for implementation.	High – BUU SE Centre sustainability, contingency guidance and baseline on improvement.
WP4.3 Operation of the social entrepreneurship knowledge hubs	Very High – main target groups utilisation and our staffs and students development.	Neutral – continuous improvement for sustainability.
WP5 - Case Challenge; Guidelines for case challenge (deliv.5.1), Case development including social media presence and company mentoring (deliv. 5.2)	Very High – main target groups increase business competitiveness and social impact.	Neutral – social return on investment (SROI).
WP5 - Case Challenge; Innovative Social Enterprise Case Challenge (deliv. 5.3)	Very High – main target groups increase business competitiveness and social impact.	Neutral – social return on investment (SROI).
WP5 - Case Challenge; Final international conference chonburi (deliv. 5.5)	Very High – main target groups acknowledge on SEKH operational and implementation with mutual agree on developing the further area on	Very High – OSEP master plan is under the provision of the Thai Government with HEI partner (SEKH).

	cooperation for the social entrepreneurship development.	
WP7 - Dissemination & Sustainability; Dissemination strategy (deliv.7.1), Project identity kits (deliv. 7.2)	Very High - BUU is WP leader for deliverable this tasks	High – The main aims of these materials are to promote the projects and contributions among stakeholders in a long run.
WP7 - Dissemination & Sustainability; Sustainable and exploitation plan (deliv.7.3), International conference participating guideline (deliv. 7.4)	Very High - BUU is WP leader for deliverable this tasks	High – A big contribution of these activities is not only for the project dissemination and promotion, but also to be a good practice and the guideline for further implication of the university.

Please describe the target groups and relevant stakeholders outside of the participating organisations. What was the project's impact on them, how did the results reach them and how the media can be used to attract interested parties who will want to replicate the results of the project.

Stakeholder (chambers, industry representatives, ministry members) and Multiplier Analysis.

	<b>Significant impact/ target group or stakeholders</b>	<b>Some impact/ target group or stakeholders</b>	<b>Little impact/ target group or stakeholders</b>	<b>No impact/ stakeholders</b>
WP1.1 Status Quo and GAP-Analysis on the national and regional efforts on social entrepreneurship (Thailand)	This task partially imposed by the BUU in the Eastern region of Thailand.	-	-	-
Target groups/stakeholders	University faculties and the SE especially in East of Thailand and minority by others.	-	-	-
WP2.3 Creation of open educational resources; Train-the-Trainer Sessions (deliv. WP2.2) & 2.4 Study Visit for Regional Multiplier Events	This task mainly developed by BUU as the WP7 leader, some part of OER platform is made.	-	-	-
Target groups/stakeholders	All project partners and stakeholders.	-	-	-
WP3.1 Technical needs identification & Roll-out Test (deliv. 3.3)	This conduct supported university for relevant equipment for academic service activities and etc.	-	-	-
Target groups/stakeholders	Mainly internal faculties and students,	-	-	-

	moreover, to other university trainees/clients.			
WP4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	-	This task imposed for internal implementation.	-	-
Target groups/stakeholders	-	At university level.	-	-
WP4.3 Operation of the social entrepreneurship knowledge hubs	The social entrepreneurship knowledge hubs (BUU SE Centre) have been distributed through the HP.	-	-	-
Target groups/stakeholders	University faculties and students, SE in East of Thailand.	-	-	-
WP5 - Case Challenge; Guidelines for case challenge (deliv.5.1), Case development including social media presence and company mentoring (deliv. 5.2)	Contribution of the BUU SE Centre toward social entrepreneurs			
Target groups/stakeholders	Social entrepreneurs in Eastern of Thailand			
WP5 - Case Challenge; Innovative Social Enterprise Case Challenge (deliv. 5.3)	5 SE business settings and development			
Target groups/stakeholders	5 SE Case Challenges and their communities			
WP5 - Case Challenge;	Internal and external			

Final international conference chonburi (deliv. 5.5)	organisations, people involved in the social entrepreneurship perspectives both on PPP.			
Target groups/stakeholders	STEPUp EU, Thailand and Myanmar partners, further to all stakeholders.			
WP7 - Dissemination & Sustainability; Dissemination strategy (deliv.7.1), Project identity kits (deliv. 7.2)	This task developed by the BUU as WP7 leader	-	-	-
Target groups/stakeholders	Project partners, and stakeholders.	-	-	-
WP7 - Dissemination & Sustainability; Sustainable and exploitation plan (deliv.7.3), International conference participating guideline (deliv. 7.4)	This task developed by the BUU as WP7 leader	-	-	-
Target groups/stakeholders	Project partners, and stakeholders.	-	-	-



What was the impact of the project at the local, regional, European and/or international levels?  
Please provide qualitative and quantitative indicators.

<b>Activities/results</b>	<b>Impact of the activity/result at local level</b>	<b>Impact of the activity/result at regional level</b>	<b>Impact of the activity/result at European/international level</b>
WP1.1 Status Quo and GAP-Analysis on the national and regional efforts on social entrepreneurship (Thailand)	Analysis methods for research and findings to be used for social entrepreneurship.	Analysis methods for research and findings to be used for social entrepreneurship.	Analysis methods for research and findings to be used for social entrepreneurship.
WP2.3 Creation of open educational resources; Train-the-Trainer Sessions (deliv. WP2.2) & 2.4 Study Visit for Regional Multiplier Events	Access OER and information provided by projects.	Access OER and information provided by projects.	Access OER and information provided by projects.
WP3.1 Technical needs identification & Roll-out Test (deliv. 3.3)	Equipment supplied for university faculties and students.	Equipment supplied for university and main targets.	Equipment supplied for university, main target, and stakeholders.
WP4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	A guideline and SE Centre SOP.	-	-
WP4.3 Operation of the social entrepreneurship knowledge hubs	Impacted on university faculties and students, in addition to local social entrepreneurs.	Impacted on regional social entrepreneurs.	-
WP5 - Case Challenge; Guidelines for case challenge (deliv.5.1), Case development including social media presence and company mentoring (deliv. 5.2)	Impacted on local social entrepreneurs enhancement, and university OKRs/KPIs for academic services.	Social return on investment (SROI)	-

WP5 - Case Challenge; Innovative Social Enterprise Case Challenge (deliv. 5.3)	Impacted on local social entrepreneurs enhancement, and university OKRs/KPIs for academic services.	Social return on investment (SROI) by regional/provincial municipal	Overall Industry competitiveness index (KPIs by government)
WP5 - Case Challenge; Final international conference chonburi (deliv. 5.5)	Project outputs, outcomes, and impact to the stakeholders involved not only for using of the results, but also further usage of the materials.	Project outputs, outcomes, and impact to the stakeholders involved not only for using of the results, but also further usage of the materials with more nationwide.	Global partnership e.g., keynote speakers' contribution and further area of cooperation.
WP7 - Dissemination & Sustainability; Dissemination strategy (deliv.7.1), Project identity kits (deliv. 7.2)	Access to project identity materials shareing by OER platform.	Access to project identity materials shareing by OER platform.	Access to project identity materials shareing by OER platform.
WP7 - Dissemination & Sustainability; Sustainable and exploitation plan (deliv.7.3), International conference participating guideline (deliv. 7.4)	Project visibility and increasing of the staffs and students awareness on the social entrepreneurship. Using of international conference results/materials for the education and training.	Project visibility and increasing of the staffs and students awareness on the social entrepreneurship. Using of international conference results/materials for the education and training.	Project visibility and increasing of the staffs and students awareness on the social entrepreneurship. Using of international conference results/materials for the education and training.

Please identify future national funding opportunities in order to secure the sustainability of the project results.

- National and Government agencies grant, international joint funding projects. To be continue in 2022 (under the Secretariat of the Prime Minister and the Ministry of Higher Education, Research, Science and Innovation).
- Short-course offerings by integrating with internal and/or external organisations.
- Partners institution and organisations, particularly, matching business with Thai Partners last visitation during March 2022.
- Office of the Social Enterprise Promotion, Public Organisation for the activity and event per annum. (from 2023, it is however depend on the master plan of its organisation).

Please describe methods for investigating possibilities for the inclusion of social entrepreneurship into regular curricula at the the Burmese and Thai HEIs.

- A scheme of concepts and cases by principles and/or theoretical transformation into implementation/practices of social entrepreneurs.
- Replication of the training and coaching programs/activities into the teaching pedagogy either or competencies/development programme of the university.
- Continuation and extension on mentoring/business incubating for SE competitiveness by its advancement and innovation/technology transfer. A strategic alliance and corporate partnership is a must to do so e.g. bi-lateral agreement and/or area of cooperation made.
- New Univ. policy on Entrepreneurial University and eco-system development to support functions.